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FIRST CHICAGO
The First National Bank of Chicago

CONSUMER FINANCE (DIRECT CASH LENDING) COMPANY RATIOS

Statement Date		12-31 1980	12-31 1981	12-31 1982	12-31 1983	12-31 1984	12-31 1985	
% Cash to Total Non-Subordinated Debt	1	2.58	1.87	1.96	1.53	2.11	1.53	
Ratio—Total Non-Subordinated Debt to Working Capital	2	4.22	4.38	4.40	4.52	4.56	4.59	
Ratio—Total Debt to Tangible Net Worth	3	4.53	4.56	4.47	5.07	5.46	5.56	
% Direct Cash Loans (Real Estate Collateral) to Total Receivables	4	85.89	33.04	34.78	33.15	31.84	32.00	
% Direct Cash Loans (Unsecured or Collateral other than Real Estate) to Total Receivables	5		52.44	54.31	54.09	49.64	47.87	
% Retail Contracts to Total Receivables	6	10.00	10.29	8.24	11.35	14.85	15.53	
% Other Receivables to Total Receivables	7	4.11	4.23	2.67	1.41	3.67	4.60	
% Average Monthly Cash Principal Collections to Average Net Monthly Outstanding	8	4.32	4.21	4.31	4.88	5.09	5.20	
No. of Months' Collections Required to Pay Total Non-Subordinated Debt (net of cash) applying % in Ratio #8 to fiscal date net outstandings	9	19.08	18.57	18.60	18.41	18.12	18.05	
% Bank Borrowings to Total Non-Subordinated Debt	10	6.40	6.24	9.48	8.09	6.40	6.26	
% Open Market Borrowings to Total Non-Subordinated Debt	11	32.14	32.28	30.29	37.14	32.95	30.49	
% Unused Lines to Open Market Borrowings	12	117.31	118.16	128.80	118.29	117.78	113.70	
Past Due and Delinquent Accounts (Recency Basis)	13							
% 180 Day Accounts—No collections received for 180 days or more		.48	.37	.42	.30	.27	.32	
% 90-179 Day Accounts—No collections received for 90 to 179 days		1.27	.99	1.03	.77	.76	.96	
% 60-89 Day Accounts—No collections received for 60 to 89 days		1.43	1.29	1.02	.94	.98	1.10	
% Charges and Interest Only Accounts—received in last 60 days of period		1.24	1.66	1.70	1.71	1.43	1.28	

Name of Company Composite Companies

X10211 A

FIRST CHICAGO
The First National Bank of Chicago

CONSUMER FINANCE (DIRECT CASH LENDING) COMPANY RATIOS

Statement Date		12-31 1980	12-31 1981	12-31 1982	12-31 1983	12-31 1984	12-31 1985	
% Partial Payment Accounts – less than 50% of full payment rec'd in last 60 days of period	14	.36	.38	.31	.21	.17	.14	
Past Due and Delinquent Accounts (Contractual Basis)	15							
% 60 Day Accounts (Real Estate Loans)		N/A	2.16	2.64	2.51	2.49	2.40	
% 60 Day Accounts (Non-Real Estate Loans)		N/A	8.20	7.44	5.61	4.52	4.69	
% 60 Day Accounts (All Direct Cash Loans)		6.28	6.18	5.40	4.35	3.91	3.87	
% Reserve for Losses to Total Receivables	16	2.94	3.02	3.06	3.06	2.95	2.86	
% Deferred Income to Total Instalment Receivables with Charges Included in Face Amount of Notes	17	22.79	23.59	24.72	25.08	23.44	22.11	
Average Amount of Individual Loan Balances	18	1887.00	2078.00	2383.00	2536.00	2581.00	2667.00	
Average Amount of Individual Loans Made	19	2319.00	2712.00	2870.00	2479.00	2399.00	2517.00	
% Loans to Present Borrowers	20	56.47	61.70	65.84	64.87	59.35	58.09	
% Non Real Estate Loans with less than 10% Add'l Cash Advanced to Present Borrowers (# of Accts)	21	9.88	10.40	10.14	10.13	8.67	9.01	
% Real Estate Loans with less than 5% Add'l Cash Advanced to Present Borrowers (# of Accts)	22		3.06	5.87	7.18	6.62	5.71	
% Loans Written for Longer than 60 Months	23	N/A	30.02	30.37	23.44	10.25	12.09	
% Recoveries on Loans Charged Off	24	12.27	13.87	15.79	19.19	21.06	20.31	
% Net Charge-Offs to Average Net Outstandings	25	2.41	2.45	2.35	1.84	1.32	1.48	
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Name of Company Composite Companies

X10211-B

FIRST CHICAGO
The First National Bank of Chicago

CONSUMER FINANCE (DIRECT CASH LENDING) COMPANY RATIOS

Statement Date		12-31 1980	12-31 1981	12-31 1982	12-31 1983	12-31 1984	12-31 1985	
Volume for Period (Millions)	26	14,070	10,392	8,547	8,728	10,426	10,591	
Total Outstandings (Millions)	27	18,741	18,204	18,065	18,417	21,263	23,803	
Average Net Receivables (Millions)	28	1,070	1,146	1,125	1,063	1,424	1,599	
% Gross Finance Revenue to Average Net Receivables	29	23.92	24.69	25.44	27.64	28.31	26.15	
% Operating Expenses (Excluding Loss Provision) to Average Net Receivables	30	9.36	10.34	9.88	9.97	9.76	8.83	
% Loss Provision to Average Net Receivables	31	2.78	2.56	2.38	2.14	1.77	2.03	
% Interest Expense to Average Net Receivables	32	9.57	11.23	10.25	9.14	9.98	9.12	
% Net Finance Profit to Average Net Receivables	33	1.36	1.12	2.05	3.19	3.43	3.24	
% Consolidated Net Income to Average Net Worth	34	10.88	9.40	13.57	18.26	18.35	18.24	
% Dividends to Consolidated Net Income	35	35.20	38.00	35.77	32.24	34.96	33.25	
% Subordinated Term Debt to Capital Funds	36	32.30	30.16	29.72	30.03	32.66	32.71	
% Preferred Stock to Capital Funds	37	5.92	7.08	8.09	5.00	4.79	4.62	
% Common Stock to Capital Funds	38	2.22	2.55	2.63	2.20	2.38	2.66	
% Capital and Earned Surplus to Capital Funds	39	59.56	60.21	59.56	62.77	60.17	60.01	
% Interest and Debt Expenses to Average Total Borrowings	40	N/A	12.32	11.81	10.28	10.63	10.31	
Ratio—Times Fixed Charges Earned	41	1.35	1.24	1.42	1.71	1.62	1.65	

Name of Company Composite Companies

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